

Message Text

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PAGE 01 ABU DH 00519 090700Z

20

ACTION NEA-09

INFO OCT-01 EUR-12 ISO-00 EB-07 /029 W

----- 096792

R 080915Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 2673

INFO USDOC WASHDC

AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

AMEMBASSY PARIS

LIMITED OFFICIAL USE ABU DHABI 0519

E.O. 11652: N/A

TAGS: EAIR, BTIO, TC

SUBJ: ABU DHABI AIRPORT DEVELOPMENT

REF: (A) ABU DHABI 504 (B) BEIRUT 2954 (NOTAL)

1. APPRECIATE BEIRUT'S INFO REF B. SINCE OUR ORIGINAL REPORT, WE HAVE LEARNED THAT CONTRACT WILL BE AWARDED TO AL-KHARAFI OF KUWAIT WITH SPIE-BATIGNOLLES (FRANCE) MAIN ELECTRICAL SUB-CONTRACTOR.

2. ALTHOUGH WE AGREE WITH BEIRUT THAT THE FRENCH HAVE NOT LOCKED UP NEXT STAGES AIRPORT DEVELOPMENT THEIR METHOD OF OPERATION HERE HAS EFFECTIVELY LIMITED CONSIDERATION TO FRENCH COMPANIES AND OTHERS ALREADY CONNECTED WITH POWERFUL LOCAL FIGURES SUCH AS MINISTER OF PUBLIC WORKS. IN UAE, THIS METHOD TO DISADVANTAGE U.S. FIRMS, MOST OF WHOM JUST ENTERING MARKET.

3. FYI. AL-KHARAFI HAS RECENTLY SIGNED LICENSING AGREEMENT WITH BIGBEE INTERNATIONAL OF MUSCLE SHOALS, ALABAMA TO FABRICATE STEEL BUILDINGS IN KUWAIT FOR SALES THROUGH THE GULF. STEVE BIGBEE, COMPANY PRESIDENT, NOW IN ABU DHABI TO NEGOTIATE WITH KHARAFI ON FABRICATION HANGERS FOR ABU DHABI AIRPORT. END FYI.

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STERNER

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Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Margaret P. Grafeld
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